

## Wisconsin Industry Partnerships

Workforce Resources for Labor Leaders  
June 29, 2010



## Definitions

**Sector Strategies:** are state policies that promote regional partnerships of employers, unions, educators, workforce developers and other stakeholders that address the skill needs of critical industries in a region.



## Definitions

**Industry Partnerships** combine industry leadership with support from multiple partners to address common economic development and workforce needs and align resources to promote the economic competitiveness and worker skills in key industries



## Origins & Funding Industry Partnerships in Wisconsin

- **Origins:** NGA Academy, COWS, CWI Endorsement, Joyce Foundation
- **Funding:** Governor Doyle pledged \$6 Million, RFP for Workforce Boards
- **Types of funding:** Convening and Training



## WI Industry Partnerships Purpose

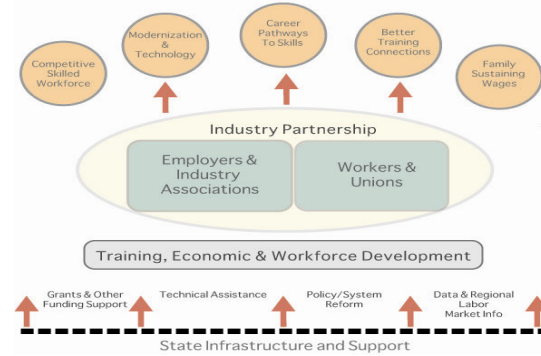


- Sustainable industry partnerships across the state
- Provide career opportunities for workers that lead to family sustaining wages
- Ensure skilled industry workforce
- Facilitate stakeholders to align Career Pathways and ABE/ELL Bridges to address industry needs



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## Wisconsin Industry Partnership Model



## Opportunity: Labor's Role in Industry Partnerships



- Speak on behalf of workers' needs
- Connect sector-specific labor reps to the industry partnership
- Recommend industry experts for the implementation of partnership projects
- Connect union represented employers to the industry partnership and resources



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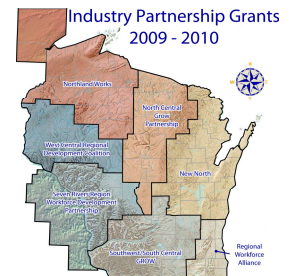
## Convening Grant Awards

### Regional Workforce Alliance (Milwaukee)

- Water Industry
- Sector Greening

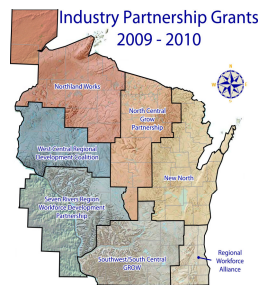
### North Central

- Healthcare
- Advanced Manufacturing
- Green Sector Partnership
- IT Sector
- Transportation



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## Convening Grant Awards



**New North**  
Wind

**Northland Works**  
Construction & Building  
Advanced Manufacturing  
Energy/Biofuel  
Healthcare

**Seven Rivers**  
Bio-plastics/Composites  
Food & Ag Products  
Energy Industry

**South Central/Southwest**  
Agri-Business

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## Training Grant Awards

### Regional Workforce Alliance (Milwaukee)

- Healthcare
- Green Manufacturing
- Green Construction
- CareerLink

### Northland Works

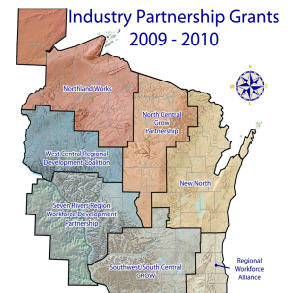
- Advanced Manufacturing

### Seven Rivers

- Healthcare
- LEAN Manufacturing
- Food & Agri-Biz

### South Central/Southwest

- Healthcare



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## Employer Driven Training Focused on the Worker



Industry Partnership training efforts  
align with  
RISE Career Pathways and Bridges



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## RISE Career Pathways



The **RISE Career Pathway** is a way of:

- Organizing college level occupational training as a sequence of certificates that leads learners in attainable steps toward better jobs and a degree or technical diploma.
- Each step improves the learner's career and earning opportunities and provides a skill set wanted by an industry or industry sector.



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## RISE Career Pathway Bridges



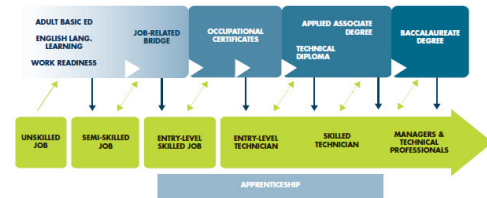
### Career Pathway Bridges:

- Help adults who have basic skills or English Language Learning needs succeed in career pathways.
- Are courses that link basic skills development with occupational skills development and accelerate the transition from pre-college to college level work.



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## CAREER PATHWAYS



## Advantages of Industry Partnerships & Career Pathway



- Benefits both workers and employers
- Based on proven, industry aligned programs
- Effective strategy for workforce development boards and programs
- Supports skills-centered economic development strategy



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## Successful Outcomes of Industry Partnerships



- Improved wages and job options for workers
- Positive impact for employers and businesses



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## Results for Workers



- Employees who participate in sector-related training earned an average of two dollars more per hour
- Participants gained new jobs as a result within targeted sectors
- 83% of participants agreed that the training prepared them well for work in the targeted sector
- 78% said the program had improved their chances of getting a good job
- Participants in sector skills-training programs saw decreases in poverty (from 64% to 35%)

Source: Public-Private Ventures  
[http://www.ppv.org/ppv/publications/assets/263\\_publication.pdf](http://www.ppv.org/ppv/publications/assets/263_publication.pdf)



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## Results for Employers



- Turnover: 41% reported reduction
- Rework: 19% reported reduction
- Customer complaints: 23% reported reduction
- Companies that said partnerships with other companies were 100% valuable

Source: 3<sup>rd</sup> party evaluation of Massachusetts Sector Initiative



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## For More Information



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## Website



[http://dwd.wisconsin.gov/industry\\_partnerships](http://dwd.wisconsin.gov/industry_partnerships)



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